

To

*With Compliments
of*

BUFFALO CHAMBER
OF COMMERCE
AND
MANUFACTURERS
CLUB

Buffalo



THE FACT BOOK OF BUFFALO



THIS Fact Book is written to supply a wide demand, both in Canada and the United States, for accurate and practical information about the City of Buffalo.

When the governments of the United States and Canada shall conjointly erect a bridge from Ferry Street to Fort Erie, free for trolley cars, vehicles of all descriptions, and foot passengers, then Buffalo will have many international suburbs that will closely unite the citizens of both nations and vastly increase her advantages for manufacturing purposes.

The attention of both countries is just now focused on Buffalo, for the following substantial reasons:

- (1) Reciprocity, which makes Buffalo the most central city for trade and manufacturing.
- (2) *Unlimited Electrical Power*, generated by Niagara Falls, and of which 75,000 horse power is now being used in Buffalo.

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Chamber of Commerce Building, of terra cotta and steel in modern French style of architecture. It occupies a prominent corner in the business district, and contains the offices of the Chamber of Commerce and Manufacturers Club, and their various bureaus and associations.

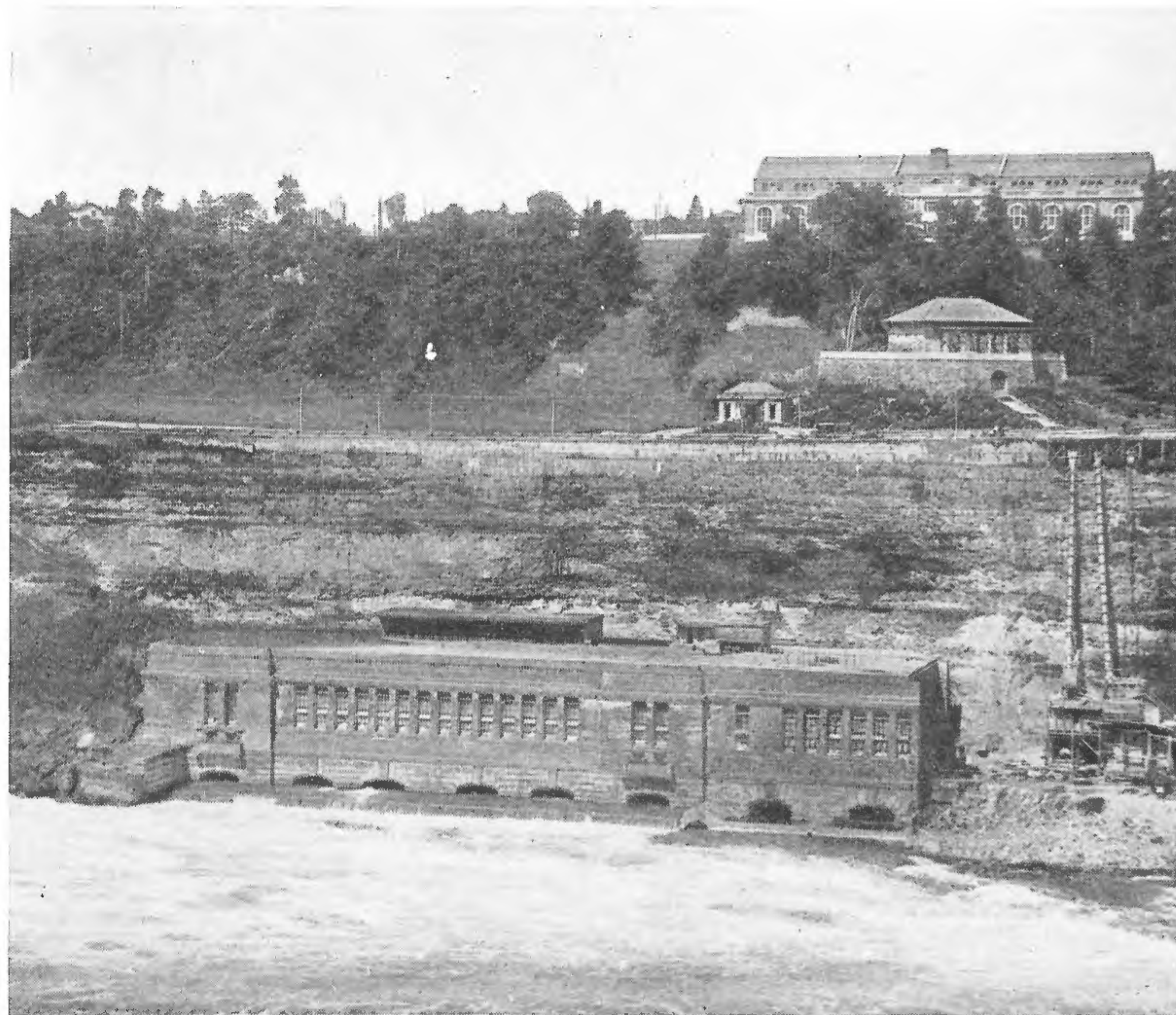
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- (3) *The New Erie Barge Canal*, upon which the State is now spending \$101,000,000.
- (4) Strategic position in regard to transportation in assembling raw material and shipping finished products.
- (5) Cheap coal, gas, iron ore, and water, making Buffalo a city of remarkably cheap production.
- (6) *New Factory Sites*, with both water- and rail-shipping facilities.

We will take up these several points in a more extended manner:



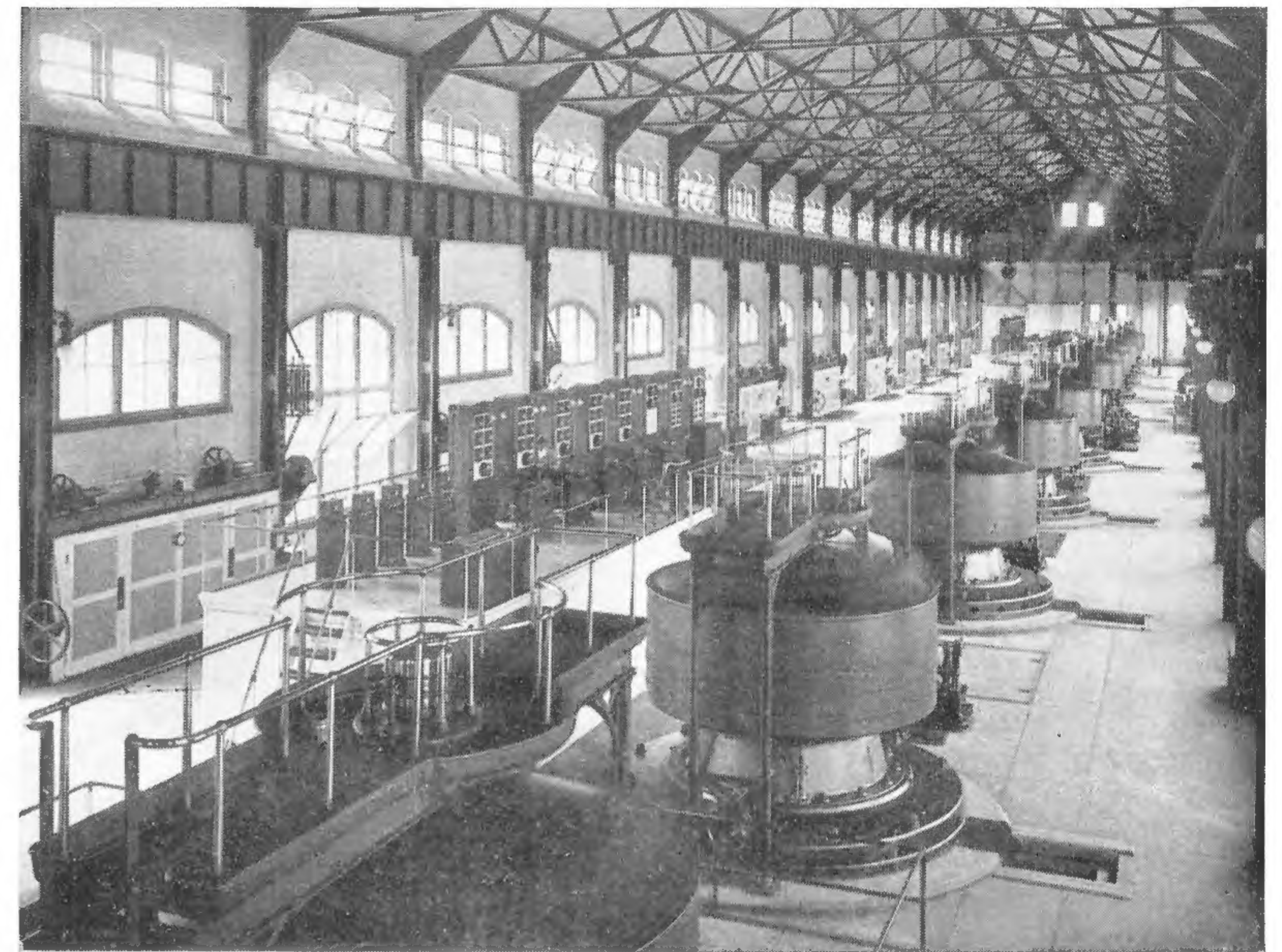
Looking up one of the retail thoroughfares from Shelton Square, where Main, Niagara, (both miles in length), and Church streets come together. To the left is seen one of Buffalo's handsome savings bank buildings.



One of the Generating Stations at Niagara Falls, which supplies power in Buffalo district and surrounding territory.

RECIPROCITY

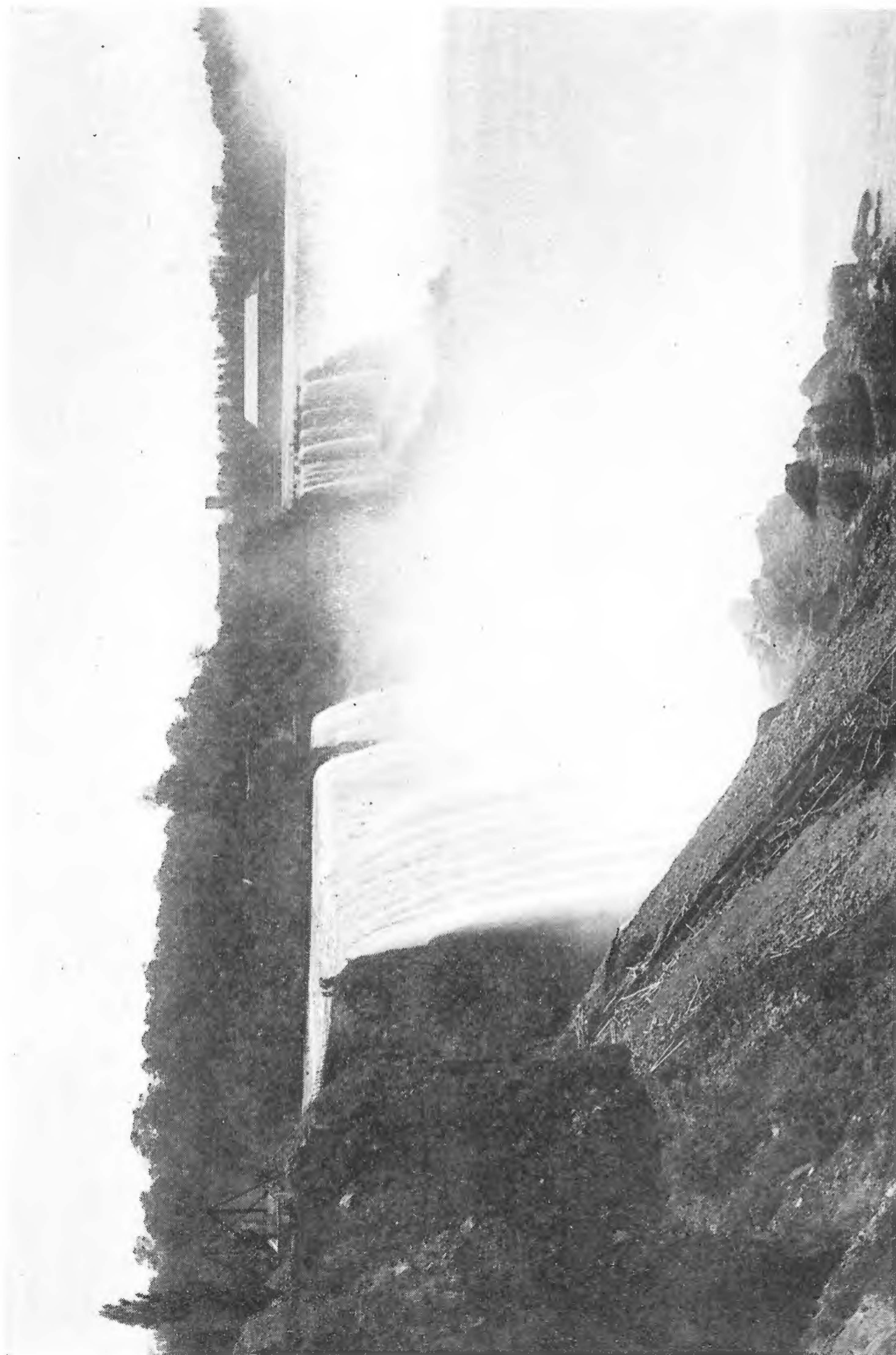
Reciprocity has caused the business men of both contracting nations to center their attention on Buffalo as being the central point where the effect of the mutual tariff concessions will be immediate and intense. When these reciprocity trade relations are established, as ultimately they must be, Buffalo becomes the gateway



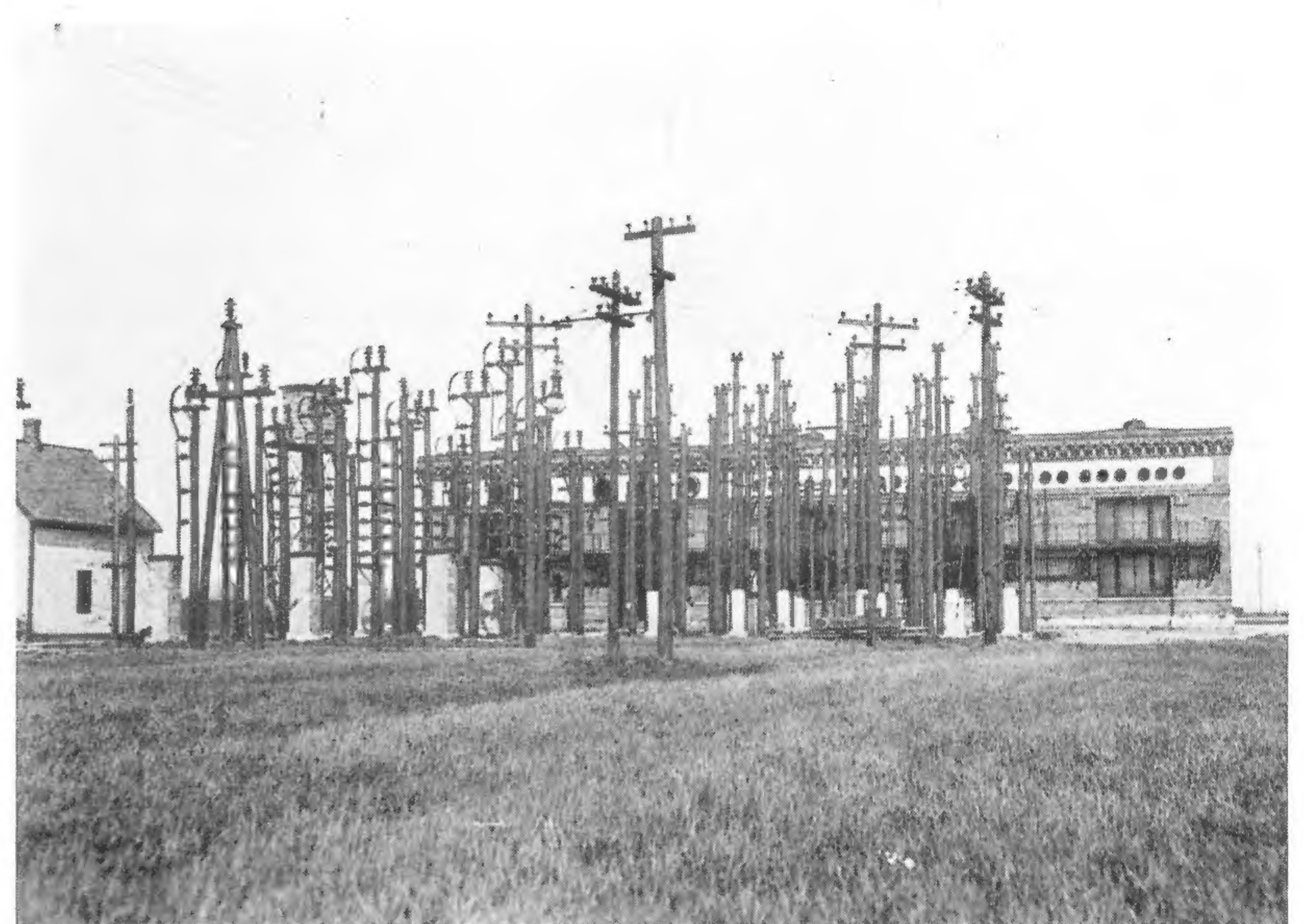
Interior of a generating plant. Light as well as power is furnished very economically, and for processes requiring intense heat, as welding and reduction, electricity is by far the most satisfactory source.

for over 500 miles of boundary coastline through which will ebb and flow the commerce of 25,000,000 people on the one hand, with 3,000,000 on the other.

Buffalo's proximity to Canada offers further advantage to Buffalo manufacturers. Many industries have their main plants in Buffalo so as to easily reach the Canadian trade by putting a branch on the Canadian side and operating both factories with the same executive force



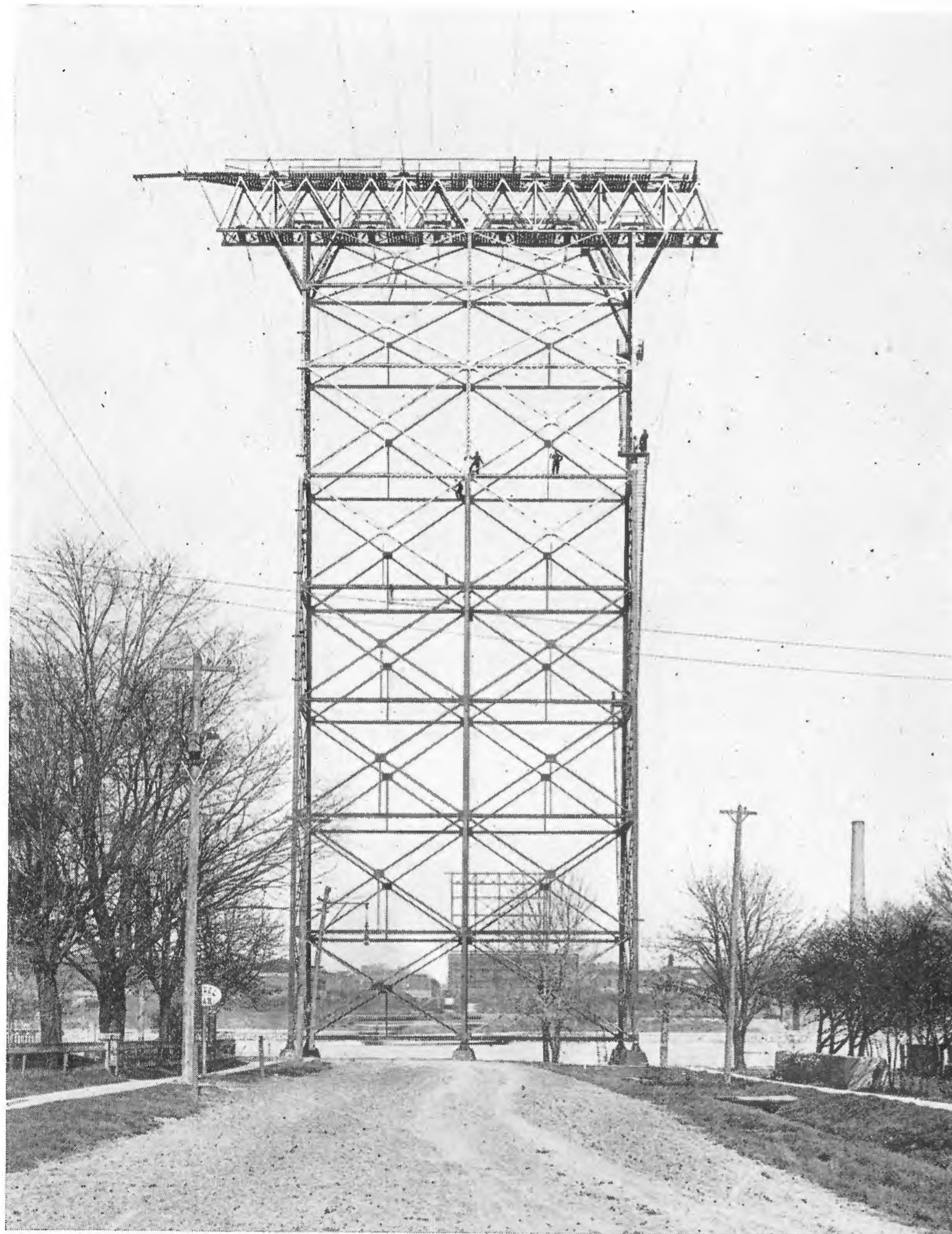
Niagara Falls, the scenic wonder that attracts 1,000,000 visitors every year. Large hydro-electric plants are developing 350,000 horse power, which is only a fraction of the energy at this point. Buffalo, at present, uses 75,000 horse power from the Falls, and is constantly drawing more.



Transformer station, where the high voltage is stepped down to a current of lower tension. The current on these lines is part of the supply that comes from Niagara Falls to the Buffalo district.

and electric power. One big international industry, with seven branches in both Europe and America, has established its central factory in Buffalo for just this reason.

Canada has 7,500,000 people, most of them speaking our language and using currency similar to ours. The genius of the people is more like that of our own than any other people with whom we trade. It is our third best customer, buying far more proportionally from us than any other nation. Its foreign trade is \$655,000,000,



Transmission cables for high-power current swung across Niagara River at Buffalo. These bring power into the city from the Canadian Horseshoe Falls.

\$376,000,000 of which consists of imports. Over two-thirds of this, or \$223,000,000, comes from the United States. That is at the rate of \$30 for each man, woman, and child in the Dominion. A family buying \$125 or \$150 dollars a year is worth cultivating, and there are



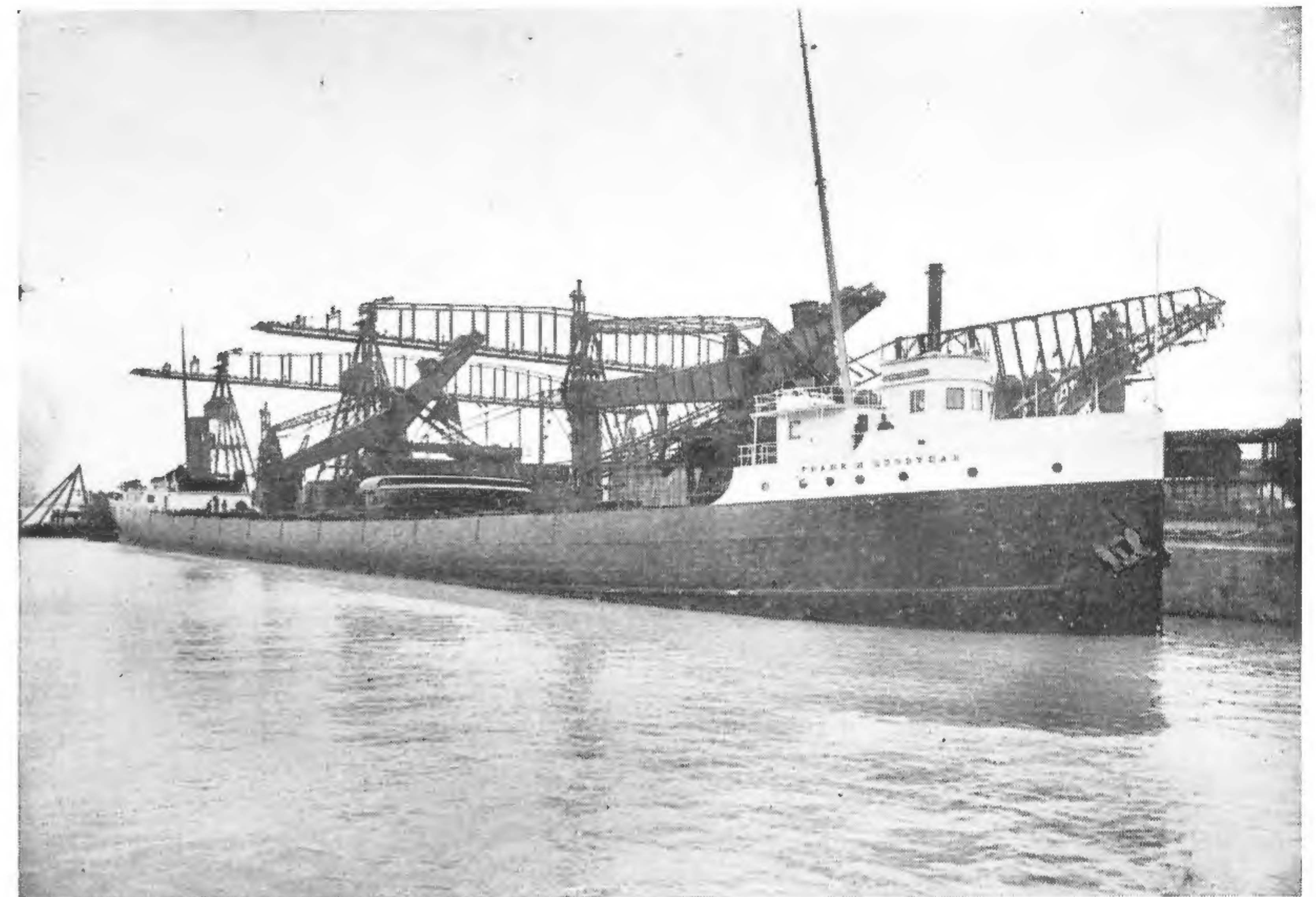
Power-house of one of the Hydro-electric developments on American side. This power is cheaper than coal, requires no power-house on a plant's premises, with its attendant coal, ashes, and dirt, and obviates smoke-consumer contrivances.

three-quarters of a million of such families just over the boundary, and within the sphere of Buffalo's trade influence.

The United States buys from Canada \$100,000,000, which is somewhat over one-third of what Canada buys from this country. Canada supplies us mostly raw



Black Rock, in the northern part of Buffalo, where there are important railroad and canal terminals. The Federal Government is dredging and building locks to make a deep-water channel to Tonawanda.

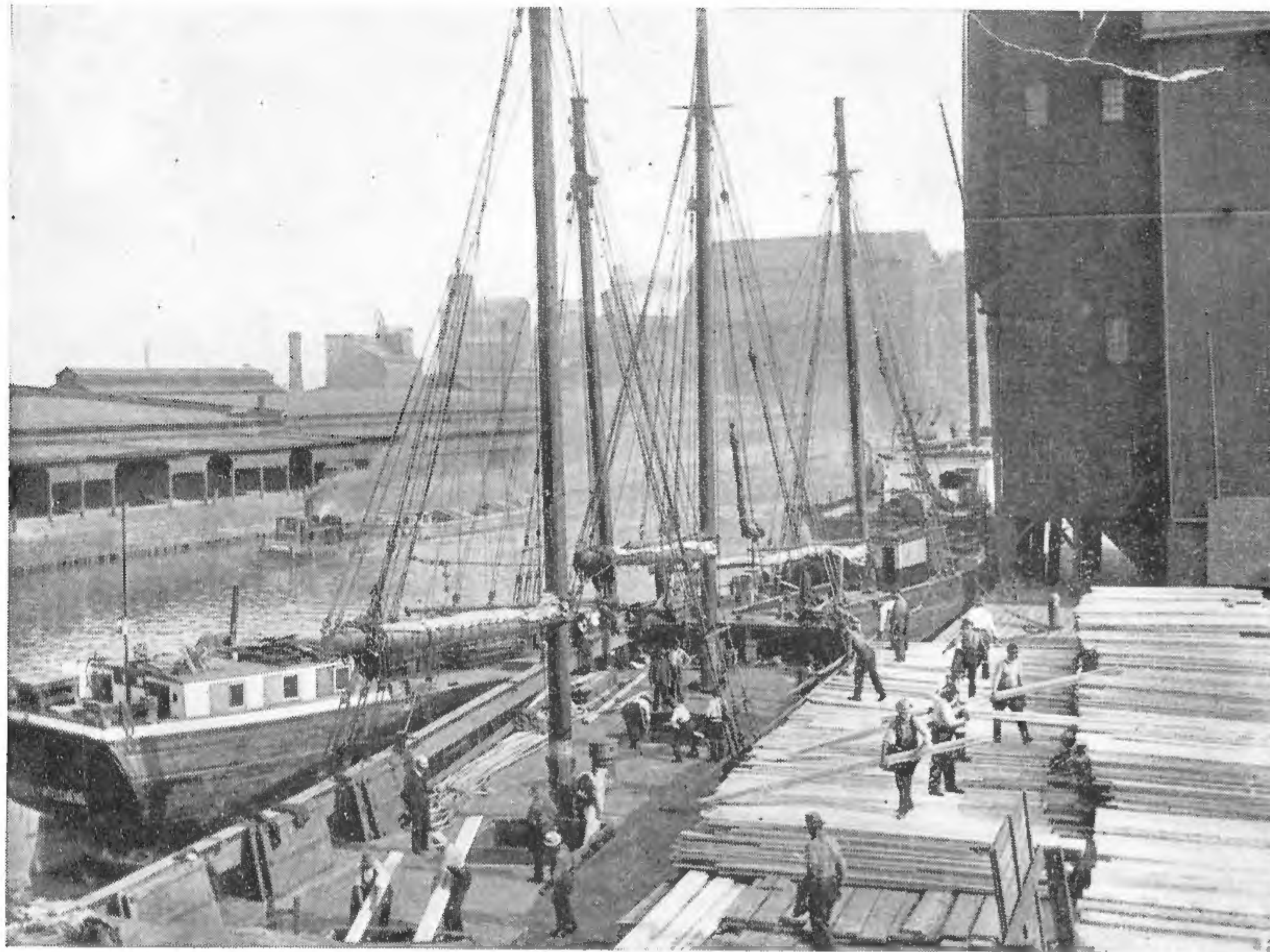


Ore boat from Lake Superior unloading by means of ore-handling machinery. Buffalo is the farthest point East to which ore can be shipped in unbroken cargoes.

material, and, therefore, a larger source of raw material is sure to help the manufacturer who comes to Buffalo.

Buffalo is the nearest city to the most populous and prosperous part of Canada. Ontario has a population of 3,000,000. It has 2,100 ships, with a tonnage of 210,000, a coastline of 2,000 miles contiguous to the United States, along which its products find an outlet, with the cheapest transportation in the world, directly connected with Buffalo.

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Boat from the West unloading lumber. Some boats bring as high as 1,000,000 feet. In the city are piled up 200,000,000 feet. The yearly receipts of shingles are 600,000,000 pieces. Many important industries, based on lumber, are situated in the city.

Canada needs our agricultural machinery and automobiles and the hundred things that go on the free list. We need Canadian lumber and fish, and the hundred other things that likewise go on the free list. Buffalo's trade with Canada is now over \$52,000,000, most of it taxed. With the tariff wall lowered to a degree that we can step over, the volume of commerce should be swelled to immense proportions.

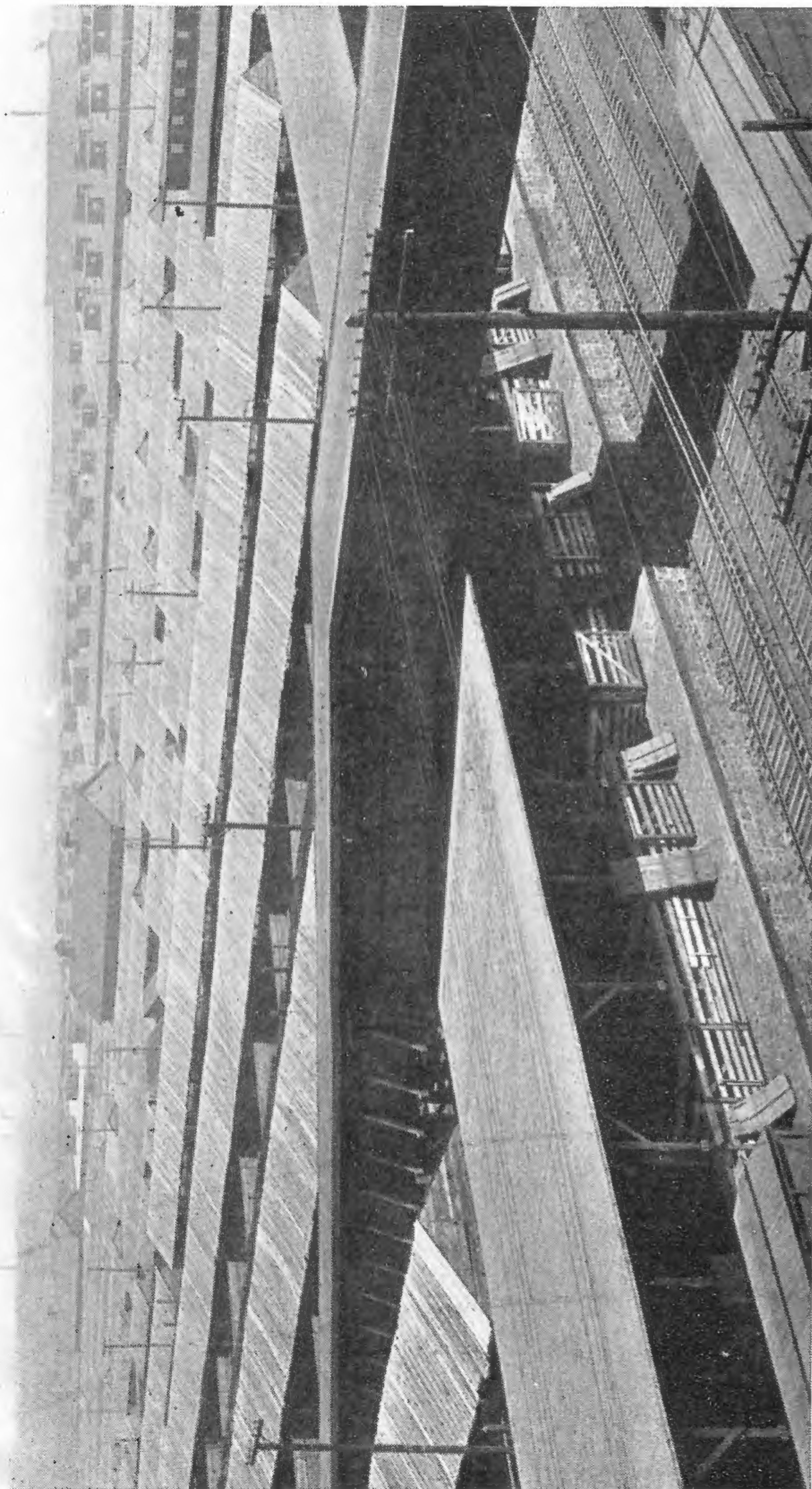
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Lumber docks at Tonawanda. The Buffalo district is one of the great lumber markets of the world. Boats bring the lumber from various points along the thousands of miles of Great Lakes coast in the United States and Canada.

Buffalo is one of the two or three cities leading in flour production now. Its elevators have 21,200,000 bushels capacity. It is a city that can economically mill wheat. With the twenty-five cent per bushel duty taken off from Canadian wheat, Buffalo should quickly jump still more prominently to the front as a milling center.

There are about \$300,000,000 of American money



These stockyards, the second largest in the world, have a daily capacity of 15,000 cattle, 35,000 hogs, and 50,000 sheep. They cover 100 acres, and do an annual business of more than \$100,000,000.



Some of Buffalo's twenty-three elevators, which altogether have a capacity of 21,200,000 bushels. Actual working capacity, 20,000,000 bushels. Value, \$13,000,000. Lake steamer from the West unloading.

invested in Canada at the present time. Canadian prosperity will make her a better customer, and Buffalo will be first to profit by it.

ELECTRIC POWER

At Buffalo is the most stupendous development of hydro-electric power in operation in any country. It is this electric muscle of Niagara that drives the wheels

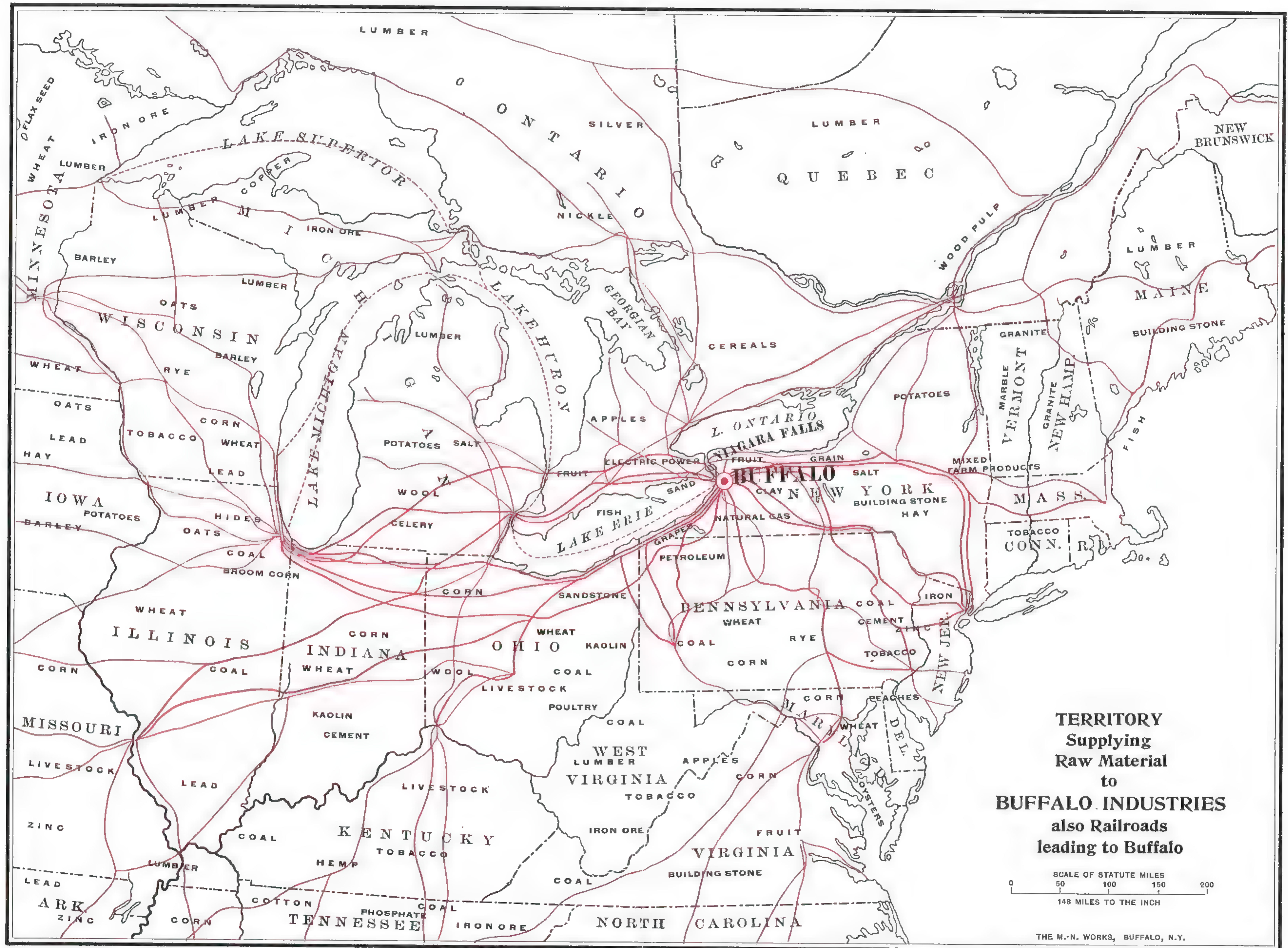
of factories and propels the street cars in Buffalo and surrounding territory. It is Niagara electric power that turns night into day, in shops and on streets, with thousands of lights. The total development here is 350,000 horse power. So far, 75,000 horse power are in use in the city, and the supply is sufficient for all demands for years to come.

For processes requiring high temperatures, electricity is by far the most economical source of heat. Welding and electro-chemical processes come within this consideration. There are several large industries, carried on only in the Buffalo district, made possible by the electric power generated by the Falls of Niagara.

Power from coal will probably never be any cheaper than it is now. In time, the cost is liable to go up rather than down. Hydro-electric power is already cheaper than coal. New discoveries will surely make it still cheaper than it is. The supply is constant. In practical use, it is more convenient than the handling of coal and ashes, and it makes no smoke.

There is immense economy in getting a plant started with a system of operation that is not liable to be dis-

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Overlooking a small portion of Buffalo's canal fleet in her various slips and basins. The improved Barge Canal will handle boats of much larger capacity, even up to 2,000 tons.

placed. And all the power-house required to operate in Buffalo is a hole in the wall to let in transmission wires.

THE NEW ERIE BARGE CANAL

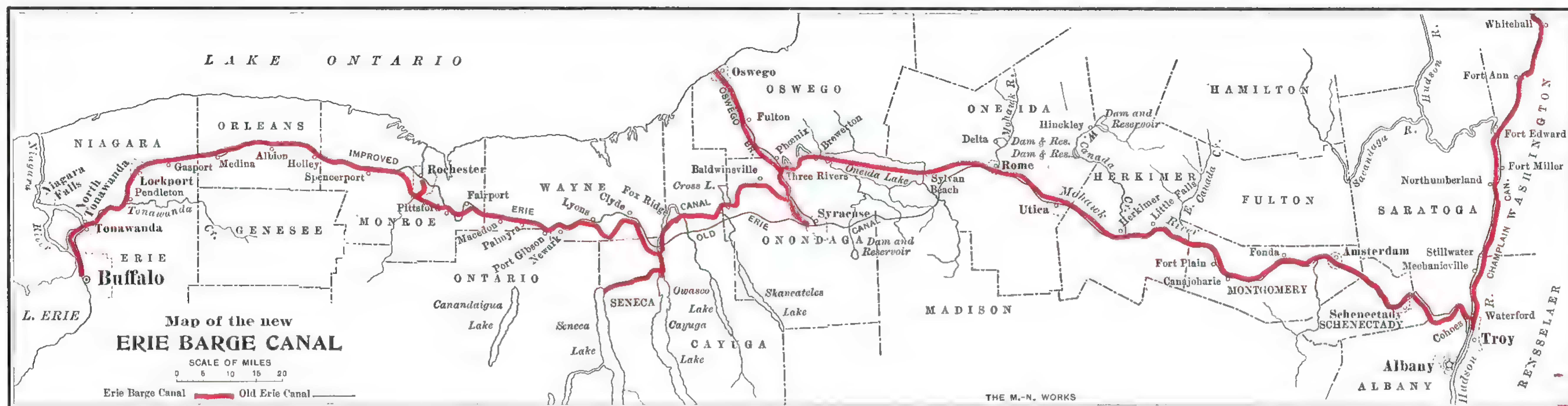
The break in the Appalachian mountain system made by the Mohawk and Hudson rivers is one of the geological facts that has marked the eastern end of the inland lakes as the site of a great city. It was this route that was traversed by the army of settlers who filled up the wide expanse of the Middle West. They



Part of the Barge Canal Terminal and Harbor at Black Rock, Buffalo, where both the Federal and State Governments are spending millions in improvements. The sheet-steel piling shown in the cofferdams was furnished by Buffalo Mills.

all stopped at Buffalo and refitted. Coming as it did before the advent of railroads, the Erie Canal was designed as a connecting link of the Great Lakes to reach the seaboard by the shortest route. It takes the only natural route from the Great Lakes Basin to the Middle Atlantic Seaboard.

This canal, originally started in 1817, has become one of the great commercial routes of the world. It will, when enlarged, carry more tonnage than now passes through the Suez Canal. There are now being



expended on it \$101,000,000, bringing its cost up to more than any other artificial waterway, except the Panama Canal. Although popularly called the 1,000-ton barge canal it will in reality carry boats of 2,000 tons capacity. With the enlarged canal in operation, transportation rates will be materially reduced. It has always been a freight-rate equalizer for this section. The manufacturer that trades with the East, either in shipping his product or in assembling his raw material, and especially in export trade, will have the best of transportation facilities.

TRANSPORTATION

Buffalo is central, not only with regard to Canada and the United States, but in no small degree with

respect to the United States alone. Much of this country, both east and west, is north of Buffalo. The country to the south is mountainous. This naturally converges cheap freight routes with low grades through Buffalo, making it the main gateway between the East and West of the country. All travelers and freight that come from Maine to New Jersey on the one hand, and from St. Louis to Duluth and beyond on the other hand, leave toll at Buffalo. The inevitable commerce alone of Buffalo is enough to make a great city.

This commerce is made possible by as comprehensive a combination of natural and artificial trade routes as any city was ever favored with. Seventeen steam roads enter the city of Buffalo, on which shipments are received and forwarded from substantially the whole of the



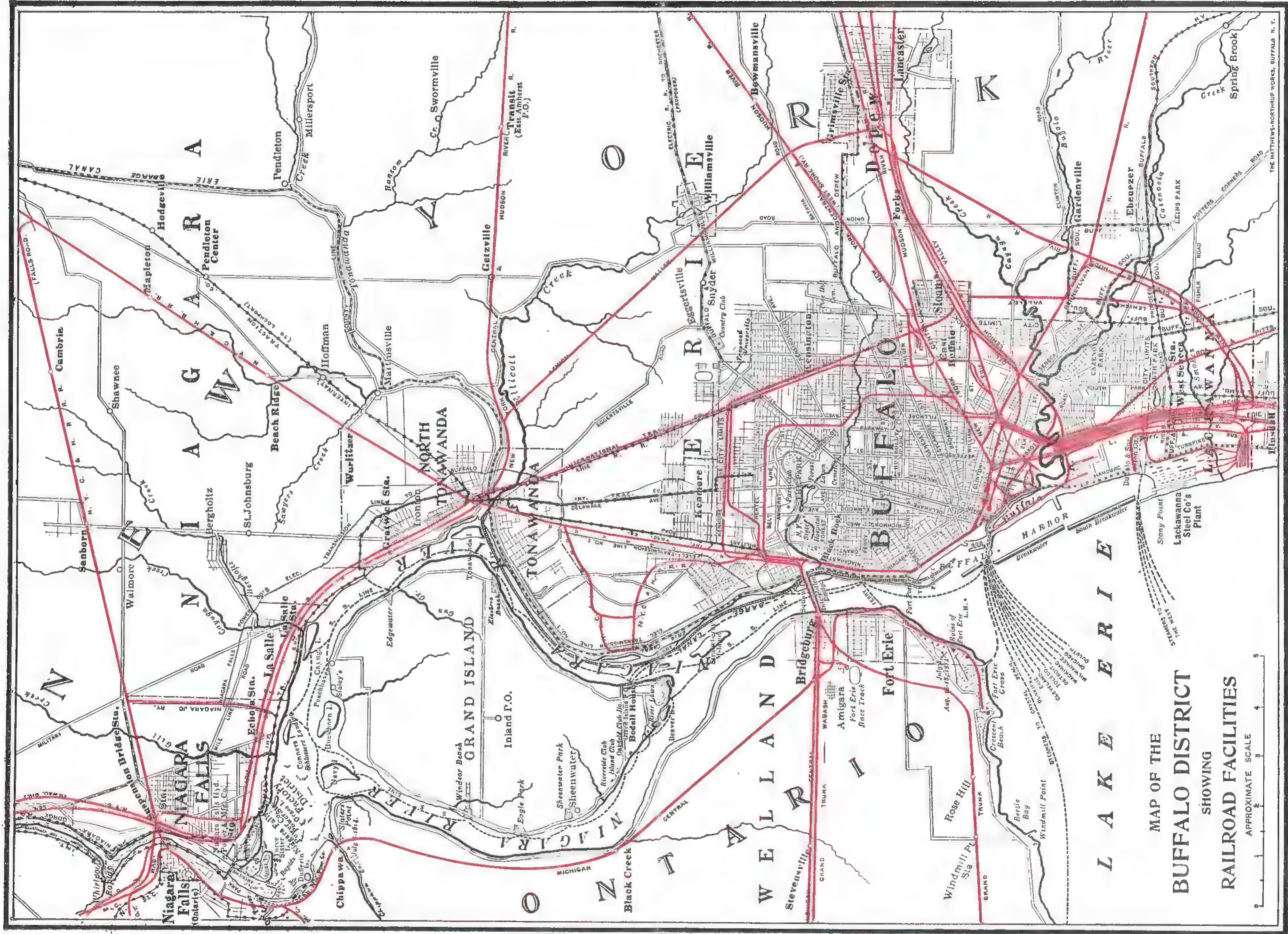
Plant of the Lackawanna Steel Co. This is the largest independent steel plant in the United States, and the first one ever built on a selected site for reasons of economical manufacturing. It has its own iron mines, fleet of boats, harbor, and private breakwater, one mile long.

Great West and Canada, and from the East and South. On these roads 328 freight trains and 252 passenger trains arrive and depart daily. Auxiliary to these are five belt freight lines operated by some of the great trunk systems, serving the various manufacturing districts of the city. Reciprocal switching arrangements enable the manufacturer to ship his products on any line.

The street car system of Buffalo has 375 miles of track, and carries passengers for a five-cent fare, with a universal transfer to any part of the



Bessemer Converter in Lackawanna Steel Company's plant.



MAP OF THE
BUFFALO DISTRICT
SHOWING
RAILROAD FACILITIES

APPROXIMATE SCALE



Wickwire Steel Company's plant, showing stocks of ore, and lake steamer direct from Mesaba ore range unloading. This plant is on the Niagara River, and the Erie Canal goes through its property, giving it good shipping facilities.

city. The quality of the roadbed and equipment is not excelled in any city. Connecting with the city system are many suburban trolley lines that are a great convenience in the transportation of factory, shop, and office employees to and from the various industries of the city.

In the matter of water transportation, Buffalo is equally strong. Its lake and canal system connects it with ten populous Northern States, Canada, and the Atlantic seaboard. This system stretches for 1,000 miles to the west, and 500 miles to the east, tapping vast districts where originates raw material. At Buffalo

are terminals of thirteen steamship lines. In one year 7,000 lake vessels arrive at or clear from the port of Buffalo, which is about thirty-three per day for the open navigation season. A season's lake tonnage to the West amounts to 14,500,000 tons, giving the city twice the tonnage of any Pacific Coast port on the western continent, exceeding that of the City of Liverpool, and making Buffalo one of the world's ten greatest ports.

The largest breakwater in the world protects the harbor, which is being still further improved at a cost



Buffalo & Susquehanna Steel Company. A mammoth steel plant that furnishes all forms of steel supplies for manufacturing.

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New York State Steel Company's plant. Another one of Buffalo's large steel industries which make the city a particularly favorable place for all manufacturers requiring steel as part of their raw material.

of \$7,000,000 by the Federal Government. Both lake and canal vessels arrive at and depart from the harbor, and the opportunities for increased dockage facilities are practically unlimited. The city itself owns a large tract of land, acquired at a cost of nearly \$1,000,000, for this purpose.

Buffalo in many lines of manufacturing has two freight zones: one of cheap water transportation, the other of rail. Here cargoes are broken in transferring from lake boats to canal barges or railroads. Consequently, many lines of goods can be manufactured here without an extra handling or shipping, giving this city an advantage over other cities having three freight

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Buffalo Union Furnace Company's plant, showing pig-iron stock piled up in yards. This plant carries a large stock, and is able quickly to supply all kinds of foundry iron.

zones, or those having two, when both are of the same costly rail transportation.

LOW-COST MANUFACTURING ESSENTIALS

After power, the essentials for economical manufacturing are cheap natural gas, coal, iron and steel, water and lumber. Buffalo has not only some of these, but all of them; and also many other important ones, such as copper, aluminum, live-stock products, and the like.

Coal in Buffalo costs from \$1.75 to \$2.50 per ton, according to grade. Soft coal for general power and heating, and hard coal for gas products and special



Skilled labor leaving a modern reinforced concrete factory building at close of day's work. Street cars awaiting to take them to their homes. Owing to the diversity of Buffalo industries the city has skilled mechanics in many lines of manufacture.

purposes are readily obtained. The larger part of the coal that goes up the lakes is transferred from cars to vessels at Buffalo. Just outside the city is located the longest coal trestle in the world, one mile in length, thus evidencing the immense amount of coal that is yearly shipped from this port.

Of the two great sources of iron ore, the largest one, the Masaba Range on Lake Superior, is in direct



Wading pool in Humboldt Park on the populous East Side, where workmen live. The city looks well after the educational and recreation needs of the children.

connection
by all-water
route with
Buffalo.
Buffalo-
made iron
and steel
products
can, there-
fore, be put
into the



Park Lake and Casino in beautiful Delaware Park, a favorite pleasure resort for all classes.



Correspondence department of one of Buffalo's large manufacturing plants. Competent office help, owing to the steady demand and several efficient business schools, are an important part of the city's industrial population.

hands of consumers in a large part of the most populous portion of the country at a cheaper cost than any other city can supply.

Natural gas, at thirty cents per thousand feet, furnishes between one-fifth and one-sixth of the power

now in use. This is not only a great convenience to small manufacturers, but also gives a very cheap source of power. Many plants use two or all three sources — electricity, steam coal, and natural gas for power, heat, and light, using each for a different purpose, or one auxiliary to another. This is very advantageous for



Interior view of a paper-box factory, showing one of the many industries that make use of female labor not requiring long apprenticeship or a high degree of skill. Buffalo's large Polish and Italian population furnishes a plentiful supply of such labor.



A section of the water front of Buffalo, showing municipal water-works. The water supply is unlimited, and the water system of Buffalo is adequate to the needs of the city for years to come. The rate to manufacturers is two cents per thousand gallons.

manufacturers, in giving any process the exact treatment desired.

WATER FOR MANUFACTURING

Buffalo supplies manufacturers with water at the rate of two cents per thousand gallons. The supply is constant and unlimited.

LUMBER

The Buffalo district is the greatest lumber market in the world. In the yards of the city alone 200,000,000

feet are piled up. This not only keeps the cost of the construction of buildings, packing cases, and crates at a minimum, but gives the city a strong position for manufacturers using lumber in such industries as mill-work, doors, mantels, piano cases, furniture, and anything of which lumber is largely the constituent part.

FACTORY SITES

The Buffalo district covers 500 square miles of territory. There are plenty of available properties,



Some of Buffalo's leading hotels. The city is well supplied with high-class modern hotels for both the traveling public and permanent family residence.

both within and without the city, in tracts of from one-half to a hundred acres or more. These properties may be had with water- and rail- shipping facilities, whenever desired, in attractive localities, high and dry, at moderate prices. A

list of such properties is on file in the Bureau of Industries, and may be examined by any concern looking for a desirable place to start a new plant or better the location of its old one. The Bureau of Industries acts as a clearing house for practically all of the real estate brokers of the city in the matter of factory sites.

VARIED INDUSTRIES

The Federal Bureau of the Census recognizes 339 lines of manufacture as existing in the United States. Of this total there are to be found in New York State — the premier manufacturing State of the Union — 316 different lines, or 93.2 per cent. of the total for the country. Buffalo is represented in the census report by 198 varieties of manufacturing enterprises. In other words, of all of the varied manufactured products of the United States, Buffalo engages in 58.4 per cent. of the lines. While it produces a large number of manufactured products, it is well to note that no one industry has gained such ascendancy in the manufacturing development of the city that misfortune to that one industry can work disaster to the city as a whole.



Residences of workmen, many of whom own their own homes. The many convenient residence districts, suburbs, and comprehensive trolley system make Buffalo a city of individual homes rather than tenements.

In six other large manufacturing cities of the North the leading industries vary from 60.9 to 14.8 per cent. of the total, averaging for all 34.4 per cent.

The largest manufacturing industry in Buffalo —

iron and steel — represents only 10.8 per cent. of the total product.

During the 1900-1905 period the number of manufacturing establishments in Buffalo increased 4.4 per cent., while capital invested in manufacturing establishments increased 79.3 per cent. The amount expended in 1905 for materials was 44.4 per cent. greater than in 1900. The value of products manufactured in Buffalo was 48.2 per cent. greater in 1905 than in 1900.

LABOR

Labor conditions in Buffalo are highly satisfactory to both worker and employer. A rich agricultural country, given over to much gardening, dairying, and



A group of modern office buildings conveniently located in the business district.

fruit culture, keeps the cost of living low. Rents for working men range from \$10 to \$22 per month — \$12 being a common price. A large percentage of our laborers own their own homes. The number of wage-earners increased during the period of 1900 to 1905 29.9 per cent. The amount of wages paid in 1905 was 43.5 per cent. greater than in 1900. Both skilled and unskilled labor can be secured without difficulty.

There are many features of a city's life not directly affecting manufacturing and trade interests, and yet in the total making the city more desirable as a place of residence.

The banking facilities of Buffalo are completely adequate to the financial needs of the city. The citizens are public spirited, as many occasions have demonstrated. In matters of health, climate, club-life, educational facilities, smoothly paved streets, fine residence districts, parks, motoring, yachting, and other forms of recreation, Buffalo will be found a good place in which to live.

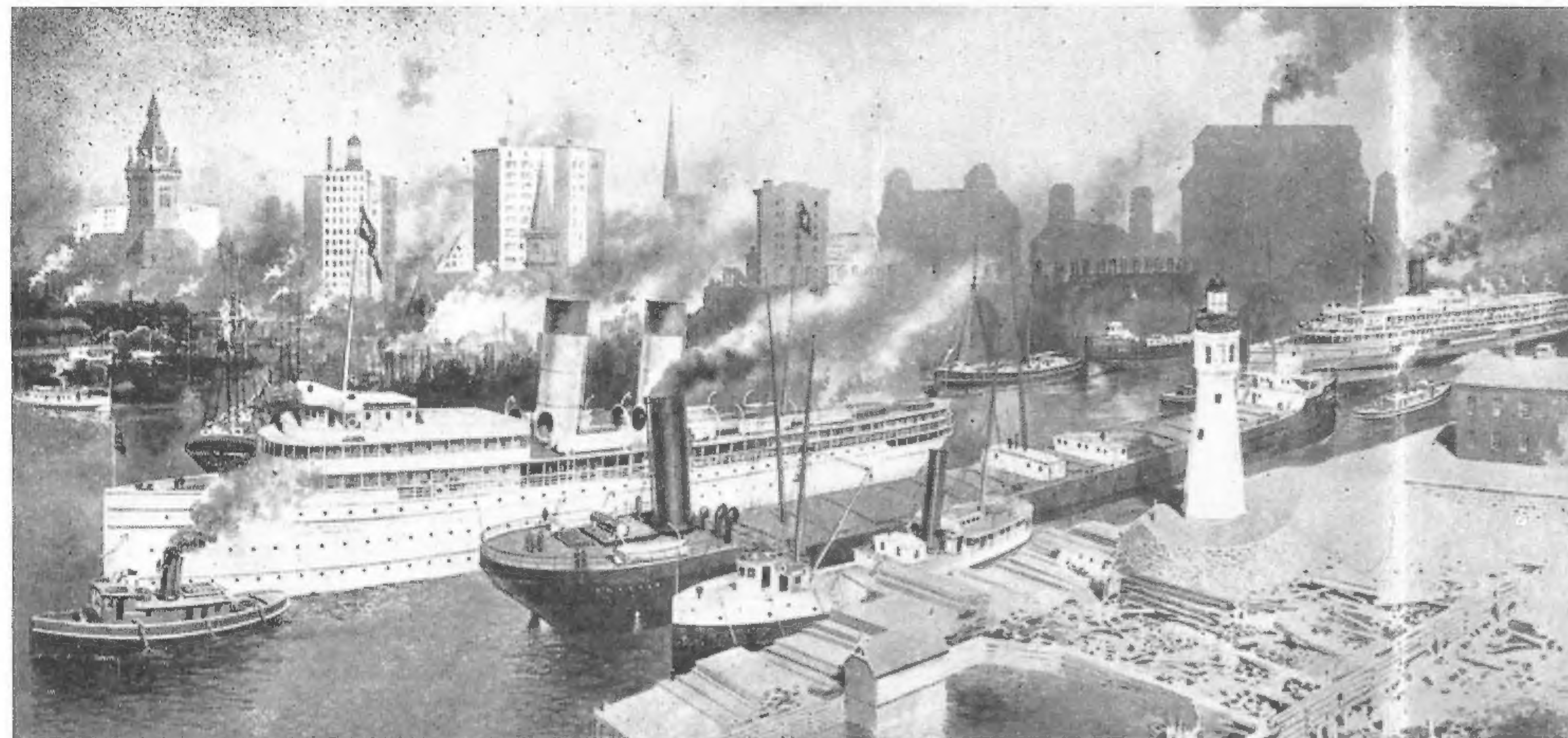


Railroad yards at East Buffalo. Buffalo has 700 miles of track in the city limits, and several connecting belt lines outside. Freight trains to the number of 328 arrive and depart daily.

IN CONCLUSION

Take an inventory of your present advantages and compare them with the abundant opportunities Buffalo

offers. If this book is to benefit you in any manner, that is the action required on your part. Make an investigation personally or through your factory man-



Buffalo harbor and the various craft that frequent it. Buffalo is a terminal of thirteen steamship lines, and has tonnage exceeding that of Liverpool.

agers and systemizing and efficiency engineers. Consult freely with our Bureau for detailed information on all points as to how a location in Buffalo will advance your business interests. Your location affects your profits every day you operate. This is a business proposition that can be worked out in terms of dollars and cents, and Buffalo is the factor to bring about a satisfactory answer.

BUREAU OF INDUSTRIES

CHAMBER OF COMMERCE AND MANUFACTURERS CLUB

BUFFALO.

FIVE YEAR INCREASE IN VALUE

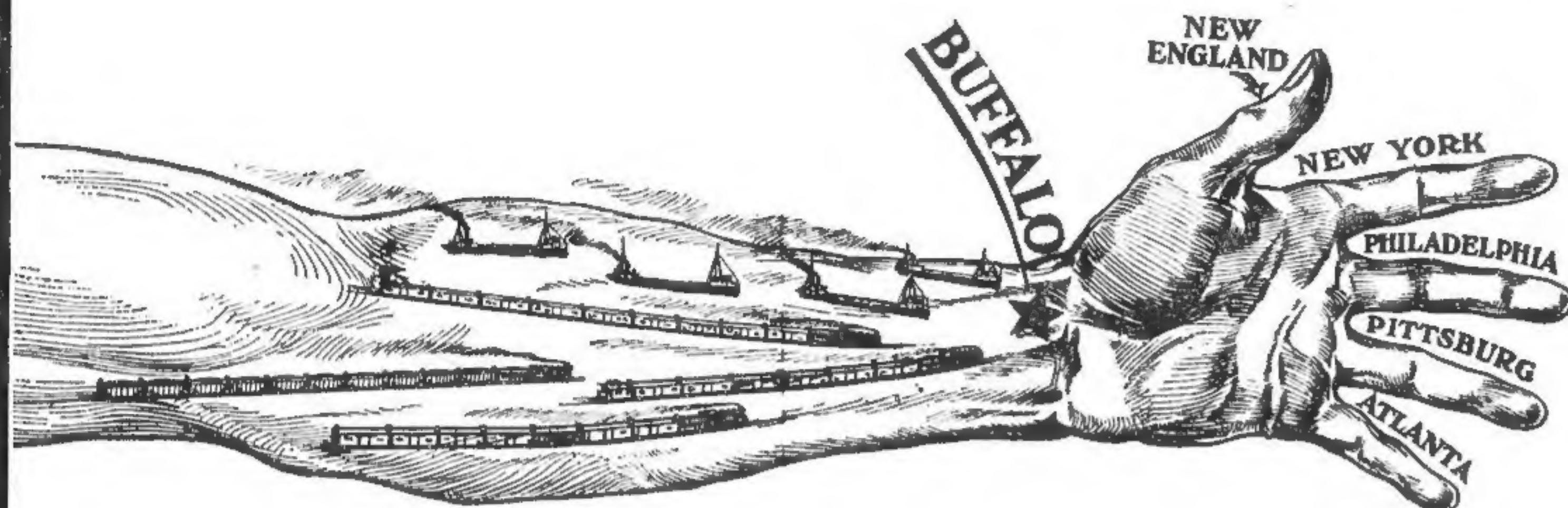
Products made Annually in Buffalo District — Census Bulletin 101

\$1,663,350	LEATHER 46%	\$2,428,392
\$2,624,547	IRON AND STEEL 545%	\$16,946,746
\$6,968,813	FOUNDRY AND MACHINE SHOP 86%	\$13,024,515
\$11,675,027	SLAUGHTERING 39%	\$16,269,453
\$3,350,836	FLOUR AND GRIST MILL 195%	\$9,889,016
\$3,818,571	SOAP AND CANDLES 25%	\$4,792,915
\$3,066,723	CLOTHING 54%	\$4,739,727
\$2,564,864	BREAD AND BAKERY 75%	\$4,492,465
\$3,204,970	PRINTING AND PUBLISHING 32%	\$4,257,807
\$1,939,378	CHEMICAL 67%	\$3,254,309



Another view of Buffalo harbor, showing coal trestle and elevator. Most of the coal that goes up the lakes goes through Buffalo.

Misplaced Manufacturers— Move to Buffalo!



Twenty-seven water and rail arteries carry the wealth of the West to Buffalo, the new pulse of the continent's commerce

THERE are hundreds of manufacturers in the United States who are making less profit than they ought to make.

They are able and energetic men. They have the right goods. They know how to do big business. *But they are in the wrong place.*

They are sure to lose if they stay where they are, and they are sure to win and prosper if they move to Buffalo. Why? Because

The Buffalo Manufacturer Has Twelve Great Advantages

- | | |
|------------------------|---|
| 1 Natural gas. | 7 75,000 wage workers. |
| 2 Cheap coal. | 8 Diversified industries. |
| 3 Cheap water. | 9 Waterways that reach 17 States. |
| 4 Cheap iron ore. | 10 50,000,000 people within 500 miles. |
| 5 Canadian trade. | 11 Electrical power from Niagara Falls. |
| 6 Seventeen railroads. | 12 The greatest lumber-yard in the world. |

Buffalo has 3,000 manufacturers now, representing 58.4 per cent of the different industries listed by the United States Census Bureau—and she wants more. If you wish to know what opening there is right now for *your own business*, write for new FACT-BOOK (free)

CHAMBER OF COMMERCE AND MANUFACTURERS' CLUB
BUFFALO

→ Be one of our Million Visitors this Summer ←

The Muscle of Niagara Falls Turns the Wheels of Buffalo



The city of Buffalo is now using 75,000 horsepower of electrical energy, generated by Niagara Falls.

It is the muscle of Niagara Falls that pushes the street cars of Buffalo along 375 miles of track, turns night into day with 3,150 arc lights, and drives the wheels of Buffalo industry.

POWER

This is the great necessity of manufacturing. The best city to work in is the one that has

UNLIMITED POWER

Buffalo has the right *place* for your factory, too, as well as unlimited electrical advantages.

There are more miles of available water-front in the Buffalo district than there are anywhere else. You can have water in front of your plant and a railroad at the back.

Write for new *Fact-Book*, which gives details.

CHAMBER OF COMMERCE AND
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BUFFALO

→ Be one of our million visitors this summer ←

Pages 17-to-48 fold out, and make
up the second half of this booklet.
Many of the fold-out pages have
images which span both pages.
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